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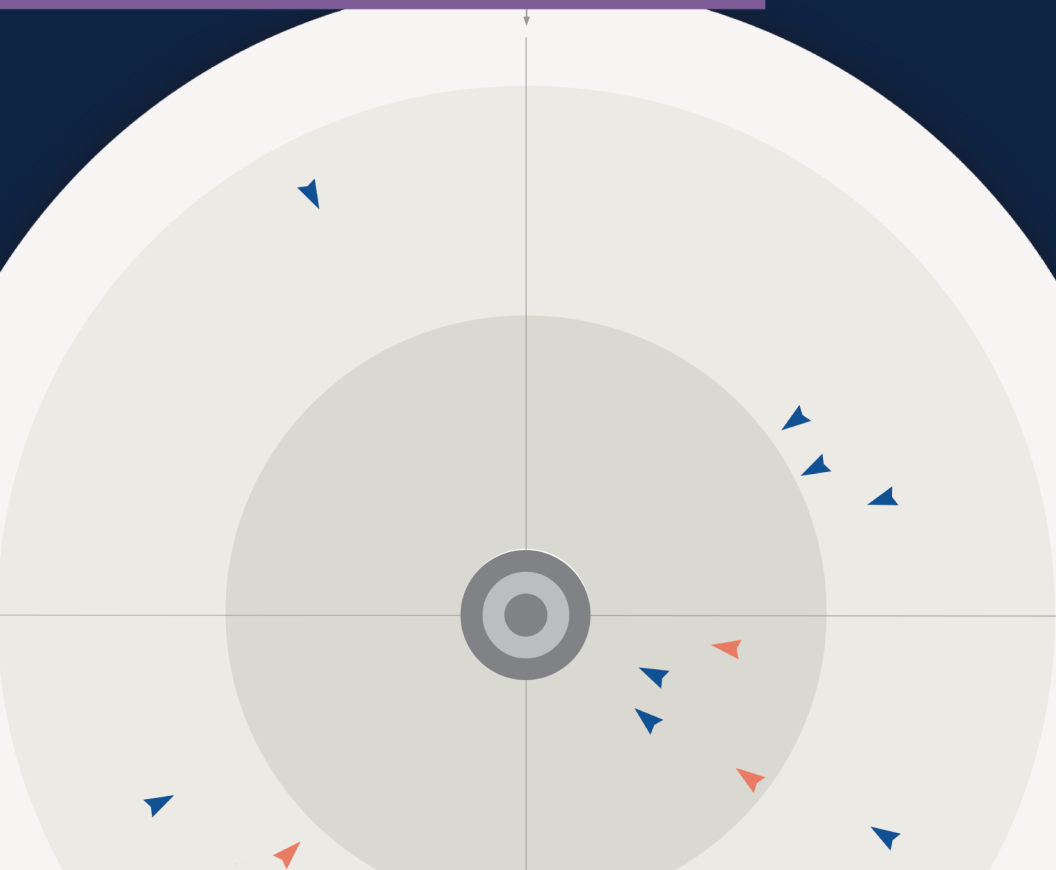
GigaOm Radar for Cloud Management Platforms (CMPs) v4

CLOUD, INFRASTRUCTURE & MANAGEMENT

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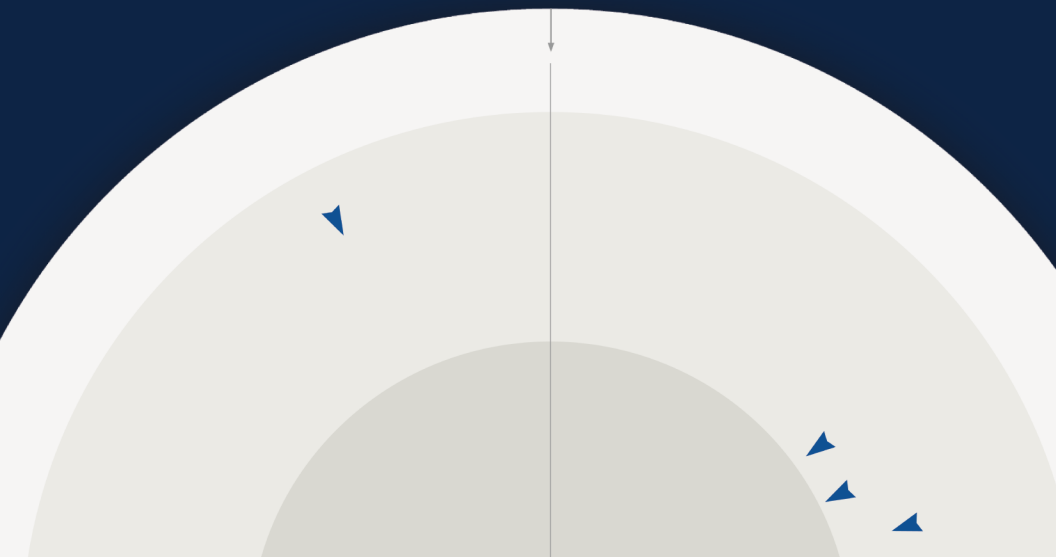
GigaOm Radar for Cloud Management Platforms (CMPs)



01 Executive Summary

IN RESPONSE TO DIGITAL TRANSFORMATION and evolving business needs, organizations are moving their applications to the cloud. Multicloud and hybrid cloud infrastructures are now the norm; however, private data centers and legacy applications haven't disappeared. This means organizations must contend with disparate systems and users around the world, all of which leads to complex and hard-to-manage infrastructure.

Cloud management platforms (CMPs) help organizations manage these complex environments and control costs more effectively. A CMP that can manage both on-premises automation and orchestration needs on the one hand and cloud hosting on the other will provide greater value than separate tools that perform only on-premises or public cloud deployments.

Previously, essential functions such as asset tracking and dependency mapping ran in data centers with redundancy to protect against outages and ensure high levels of uptime. They used the asset tag of a physical server to track places where an application was running. The number of CPUs, network connections, and the amount of random access memory (RAM) and storage physical servers used was static and sized for peak expected workloads years in advance. This resulted in oversizing and wasted capacity.

Today, infrastructure is ephemeral, and organizations can't rely on a physical server's asset tag to track locations where an application is running. Additionally, in the cloud, none of these values—memory, CPU (count, type, speed, generation), storage, and network properties—are fixed. This is part of the promise of the cloud: to pay for only what is being used.

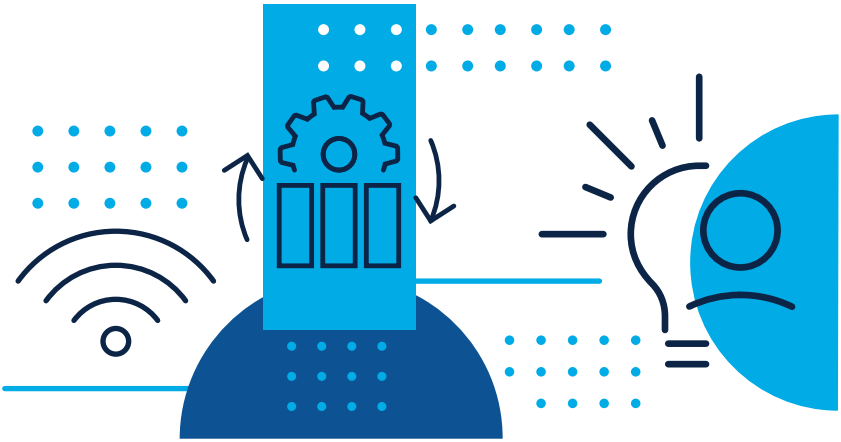
To ensure cloud implementations live up to this expectation, management systems must be able to track utilization, performance, and cost and relate them to the solution the business is paying for. CMPs provide real-time or near-real-time situational awareness of the health and performance of a business solution. This helps businesses avoid both overspending and unplanned outages due to lack of capacity management.

More comprehensive CMP solutions also manage storage, security, disaster recovery, system health and performance, and application lifecycles. These are just a few examples of the functions that must now be managed across multiple planes

while accounting for multiple, often differing requirements: cloud versus on-premises, hardware versus software, and ephemeral versus persistent storage, for example.

This is our fourth year evaluating the CMP space in the context of our Key Criteria and Radar reports. This report builds on our previous analysis and considers how the market has evolved over the last year.

This GigaOm Radar report examines 15 of the top CMP solutions and compares offerings against the capabilities (table stakes, key features, and emerging features) and nonfunctional requirements (business criteria) outlined in the companion Key Criteria report. Together, these reports provide an overview of the market, identify leading CMP offerings, and help decision-makers evaluate these solutions so they can make a more informed investment decision.



GIGAOM KEY CRITERIA AND RADAR REPORTS

The GigaOm Key Criteria report provides a detailed decision framework for IT and executive leadership assessing enterprise technologies. Each report defines relevant functional and nonfunctional aspects of solutions in a sector. The Key Criteria report informs the GigaOm Radar report, which provides a forward-looking assessment of vendor solutions in the sector.

02 Market Categories and Deployment Types

TO HELP PROSPECTIVE CUSTOMERS find the best fit for their use case and business requirements, we assess how well CMP solutions are designed to serve specific target markets and deployment models (**Table 1**).

For this report, we recognize the following market segments:

- **Small-to-medium businesses (SMB):** In this category, we assess solutions on their ability to meet the needs of organizations ranging from small businesses to medium-sized companies. Also assessed are departmental use cases in large enterprises where ease of use and deployment are more important than extensive management functionality, data mobility, and feature set.
- **Large enterprise:** Here, offerings are assessed on their ability to support large and business-critical projects. Optimal solutions in this category have a strong focus on flexibility, performance, data services, and features to improve security and data protection. Scalability is another big differentiator, as is the ability to deploy the same service in different environments.
- **Managed service provider (MSP):** This category holds solutions with features designed for service providers. The infrastructure is not managed by an end user, who usually subscribes to a service.

In addition, we recognize the following deployment models:

- **Software as a service (SaaS):** The product is available only in the cloud as a SaaS offering. Designed, deployed, and managed by the service provider, each solution is available only from that specific provider. The advantage here is that the vendor is responsible for all maintenance and upgrades of the solution. Most third-party integrations are maintained by the service provider..
- **Hybrid:** These solutions are meant to be installed both on-premises and in the cloud, allowing customers to build hybrid or multicloud infrastructures. Integration with a single cloud provider may be limited compared to cloud-only options, and these solutions may be more complex to deploy and manage. On the other hand, they are more flexible, and the user usually has more control over the entire stack in areas such as resource allocation and tuning.
- **Self-managed:** With these solutions, the vendor provides the software, but the customer is responsible for installing it on compute platforms supported by the vendor. The OS or Kubernetes integration and all patching and software lifecycling are the customer's responsibility. These solutions are often chosen by buyers who need to run on-premises or in private clouds where it would be impossible to route traffic to and from a SaaS solution.

Table 1. Vendor Positioning: Target Market and Deployment Model

	TARGET MARKET			DEPLOYMENT MODEL		
VENDOR	SMB	LARGE ENTERPRISE	MSP	SAAS	HYBRID	SELF-MANAGED
BMC Helix	✓	✓	✓	✓	✓	✓
Centilytics	✓	✓	✓	✓	-	-
CloudBolt Software	✓	✓	✓	✓	✓	✓
CloudSphere	✓	✓	✓	✓	-	-
CoreStack	✓	✓	✓	✓	✓	-
emma	✓	✓	✓	✓	✓	-
HPE (Morpheus)	✓	✓	✓	✓	✓	✓
IBM	✓	✓	✓	✓	✓	✓
Kion	✓	✓	✓	✓	-	✓
Nutanix	✓	✓	✓	✓	✓	✓
OpenText	✓	✓	✓	✓	✓	✓
Red Hat	✓	✓	-	-	-	✓
ServiceNow	✓	✓	✓	✓	✓	✓
UnityOne.AI	✓	✓	✓	✓	✓	-
Virtana	✓	✓	✓	✓	✓	-

Source: GigaOm 2025

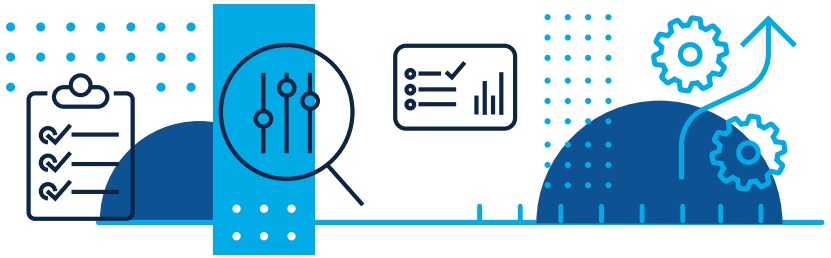
Table 1 Components are evaluated in a binary yes/no manner and do not factor into a vendor's designation as a Leader, Challenger, or Entrant on the Radar chart (**Figure 1**).

"Target market" reflects which use cases each solution is recommended for, not simply whether that group can use it. For example, if an SMB could use a solution but doing so would be cost-prohibitive, that solution would be rated "no" for SMBs.

03 Decision Criteria Comparison

ALL SOLUTIONS INCLUDED IN THIS RADAR REPORT meet the following table stakes—capabilities widely adopted and well implemented in the sector:

- Hybrid and multicloud support
- Event processing
- Data correlation
- Alert management
- Recovery management
- Abstraction



Tables 2, 3, and 4 summarize how each vendor in this research performs in the areas we consider differentiating and critical in this sector. The objective is to give the reader a snapshot of the technical capabilities of available solutions, define the perimeter of the relevant market space, and gauge the potential impact on the business.

- Key features differentiate solutions, highlighting the primary criteria to be considered when evaluating a CMP solution.
- Emerging features show how well each vendor implements capabilities that are not yet mainstream but are expected to become more widespread and compelling within the next 12 to 18 months.
- Business criteria provide insight into the nonfunctional requirements that factor into a purchase decision and determine a solution's impact on an organization.

These decision criteria are summarized below. More detailed descriptions can be found in the corresponding report, "GigaOm Key Criteria for Evaluating Cloud Management Platform Solutions."

Key Features

- **Cross-platform management:** CMPs should consolidate the management of numerous cloud systems into one intuitive management dashboard or interface. While all CMPs provide basic cloud object monitoring across various vendors, leading solutions also offer a view from a business product perspective and the ability to identify (at a higher level) the places where bottlenecks reside.
- **Resource management:** Resource management involves optimizing cloud and hybrid infrastructure, ensuring efficient allocation of computing power, storage, and networking resources, both in the public cloud and internally.
- **FinOps capabilities:** A CMP's ability to provide cost governance to monitor costs and set up cost governance policies across hybrid and multicloud environments becomes a differentiator. More advanced solutions are providing more extensive FinOps capabilities.
- **Resource optimization:** Optimizing cloud resources is crucial for efficient cloud management. CMPs should have a basic resource optimization capability or integration with a resource optimization tool.
- **Automation management:** Automation management is the ability to kick off autonomous processing and orchestrate multiple automations. This key feature covers infrastructure automation and cloud orchestration.
- **Integrations:** Prospective customers should consider the variety of third-party technologies and other business systems a CMP can integrate with through prebuilt integrations and out-of-the-box connectors. In addition, solutions should include a standard abstraction layer, such as a REST API.
- **Operations and security monitoring:** Operations and security monitoring, which consist of a set of rules and guidelines for deployment, security, costs, and the like, are essential components of a CMP because they ensure the efficient and secure management of cloud resources.

"A CMP's ability to provide cost governance to monitor costs and set up cost governance policies across hybrid and multicloud environments becomes a differentiator. More advanced solutions are providing more extensive FinOps capabilities."

Table 2. Key Features Comparison

VENDOR	AVERAGE SCORE	KEY FEATURES: CROSS-PLATFORM MANAGEMENT	RESOURCE MANAGEMENT	FINOPS CAPABILITIES	RESOURCE OPTIMIZATION	AUTOMATION MANAGEMENT	INTEGRATIONS	OPTIONS AND SECURITY MONITORING
BMC Helix	3.7	★★★	★★★★	★★★	★★★★	★★★★	★★★★	★★★★
Centilytics	3.1	★★	★★★	★★	★★★	★★★★	★★★	★★★★★
CloudBolt Software	4.7	★★★★★	★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★
CloudSphere	2.9	★★	★★★★	★★★	★★★	★★★	★★	★★★
CoreStack	3.4	★★★★	★★★	★★★★	★★★	★★	★★★	★★★★★
emma	3.3	★★★★	★★★★	★★★	★★★	★★★	★★★	★★★
HPE (Morpheus)	4.9	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★
IBM	3.4	★★★★	★★★★	★★★	★★★★	★★★★	★★★	★★
Kion	3.0	★★★	★★★	★★★	★★★	★★★★	★★★	★★
Nutanix	3.6	★★★	★★★	★★★	★★★★	★★★★	★★★★	★★★★
OpenText	3.9	★★★★★	★★★★	★★★★	★★★	★★★★	★★★★	★★★
Red Hat	2.4	★★★	★★	★	★★★	★★	★★★	★★★
ServiceNow	3.3	★★★	★★★★	★★★	★★★	★★★	★★★★	★★★
UnityOne.AI	4.3	★★★★	★★★★★	★★★	★★★★	★★★★★	★★★★	★★★★
Virtana	3.1	★★★	★★★	★★★	★★★★	★★★	★★★	★★★

★★★★★ Exceptional ★★★★ Superior ★★★ Capable ★★ Limited ★ Poor – Not applicable or absent

Source: GigaOm 2025

Emerging Features

- **SecOps:** To manage a cohesive hybrid or multicloud security program, organizations must establish visibility and control. A CMP interacts with security operations (SecOps) capabilities in several key ways to enhance security and operational efficiency.

- **Security policy as code (SPaC):** Security policy as code integrates policy automation, enabling real-time enforcement and version-controlled security policies. It allows organizations to define and enforce security rules programmatically.
- **Dynamic scaling of GPU resources for AI workloads:** Dynamic scaling of GPU resources for AI workloads ensures efficient allocation of computational power based on real-time demand, thereby optimizing performance and cost.

Table 3. Emerging Features Comparison

		EMERGING FEATURES		
VENDOR	AVERAGE SCORE	SECOPS	SECURITY POLICY AS CODE	DYNAMYC SCALING OF GPU RESOURCES FOR AI WORKLOADS
BMC Helix	3.0	★★★	★★★	★★★
Centilytics	2.3	★★★	★★★	★
CloudBolt Software	3.3	★★★★	★★★★	★★
CloudSphere	2.7	★★★★	★★★	★
CoreStack	3.0	★★★★	★★★★★	-
emma	1.3	★★★	★	-
HPE (Morpheus)	3.7	★★★★	★★★★	★★★
IBM	3.3	★★★	★★★	★★★★
Kion	2.3	★★★★	★★★	-
Nutanix	3.0	★★★★★	★★★	★
OpenText	2.0	★★★	★★	★
Red Hat	3.7	★★★	★★★★	★★★★
ServiceNow	2.7	★★★	★★★	★★
UnityOne.AI	3.7	★★★	★★★	★★★★★
Virtana	3.0	★★★	★★★	★★★

★★★★★ Exceptional ★★★★ Superior ★★★ Capable ★★ Limited ★ Poor – Not applicable or absent

Source: GigaOm 2025

Business Criteria

- **Flexibility:** Flexibility refers to the solution's potential to be applied to an organization's breadth of technology assets, processes, and workflows without requiring changes to the way people work or introducing compromises or workarounds.
- **Scalability:** Scalability in cloud computing refers to the ability to increase or decrease IT resources as needed to meet changing demand. It evaluates a solution's capacity for managing very large footprints, the availability of its architecture, the level of scale actually demonstrated, and the fit of the tool for large cloud footprints.
- **Ease of use:** An out-of-the-box CMP implementation should be quick and provide business value in weeks. The solution should be easy to learn for different roles and skill sets in IT operations, the UI should be intuitive and easy to navigate, and the vendor should assist with installation, training, and ongoing support.
- **Security:** Security is essential for protecting cloud and hybrid operations from cyberthreats and ensuring compliance with industry regulations.
- **Compliance:** Compliance ensures that cloud management platforms adhere to regional regulations, industry regulations, and compliance requirements. It ensures that sensitive data and critical systems are adequately protected. This includes testing for vulnerabilities, data encryption, access controls, and compliance with industry regulations.
- **Cost transparency:** The cost criterion evaluates the simplicity, transparency, and scalability of the solution's cost model. This includes licensing of the product itself, the level of professional services required, and an indication of whether a high degree of custom development is likely to be needed. It also includes the training necessary to bring staff up to speed on the tool.

"An out-of-the-box CMP implementation should be quick and provide business value in weeks."

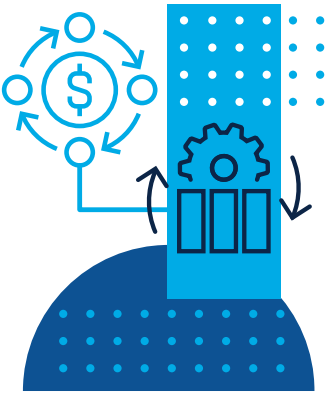


Table 4. Business Criteria Comparison

		BUSINES CRITERIA					
VENDOR	AVERAGE SCORE	FLEXIBILITY	SCALABILITY	EASE OF USE	SECURITY	COMPLIANCE	COST TRANSPARENCY
BMC Helix	3.2	★★★★	★★★★	★★★	★★★	★★★	★★
Centilytics	3.3	★★★★	★★★	★★★	★★★	★★★	★★★★
CloudBolt Software	4.3	★★★★	★★★★	★★★★★	★★★★	★★★★	★★★★★
CloudSphere	3.2	★★★	★★★	★★★	★★★★	★★★	★★★
CoreStack	4.0	★★★★	★★★★	★★★	★★★★★	★★★★★	★★★
emma	3.3	★★★★	★★★	★★★★★	★★★	★★★	★★
HPE (Morpheus)	4.3	★★★★★	★★★★★	★★★★	★★★★★	★★★★	★★★
IBM	3.3	★★★	★★★★	★★	★★★★	★★★★	★★★
Kion	3.0	★★★	★★★	★★★	★★★	★★★	★★★
Nutanix	3.2	★★★	★★★	★★★★	★★★	★★★	★★★
OpenText	3.3	★★★★	★★★★	★★★	★★★	★★★★	★★
Red Hat	2.7	★★	★★★	★★	★★★	★★★	★★★
ServiceNow	3.2	★★★	★★★	★★★	★★★★	★★★★	★★
UnityOne.AI	4.2	★★★★★	★★★★★	★★★★	★★★★	★★★★	★★★
Virtana	2.8	★★★	★★★	★★★	★★★	★★★	★★

★★★★★ Exceptional ★★★★ Superior ★★★ Capable ★★ Limited ★ Poor – Not applicable or absent

Source: GigaOm 2025

04 GigaOm Radar

THE GIGAOM RADAR PLOTS VENDOR SOLUTIONS across a series of concentric rings with those set closer to the center judged to be of higher overall value. The chart characterizes each vendor on two axes—balancing Maturity versus Innovation and Feature Play versus Platform Play—while providing an arrowhead that projects each solution's evolution over the coming 12 to 18 months.

Many of the vendors in this report have been actively acquiring companies and products to enhance their offerings, filling in functionality with strategic acquisitions rather than building it from scratch.

Cost controls and performance management are features that many vendors have recently added and many continue to enhance, with some building out full FinOps capabilities. There is a growing focus on software asset management, while others are adding features to support application lifecycle management (ALM). The vendors that offer a suite of products to make up their platform are growing when compared to the number of pure-play vendors offering point products. Security capabilities such as SecOps and security policy as code are other areas of expansion for these platforms. A focus on GPU optimization is beginning to surface.

"Many of the vendors in this report have been actively acquiring companies and products to enhance their offerings, filling in functionality with strategic acquisitions rather than building it from scratch."

For a strong emphasis on CMP functionality, look to the Feature Play side of the chart. These vendors have a narrower focus on features. Some concentrate more on cloud cost management and FinOps. Others focus more on asset management capabilities that include cloud management functionality. Some solutions in this area also specialize in serving a particular set of industries. These solutions will be paired with other tools to optimize value for their customers.

Broader solutions that reduce vendor sprawl can be found on the Platform Play side of the graphic. Vendors that focus more on developing their existing products are in the Maturity half of the chart. Many of these vendors have provided cloud management solutions for a long time and have deep feature sets supporting this function.

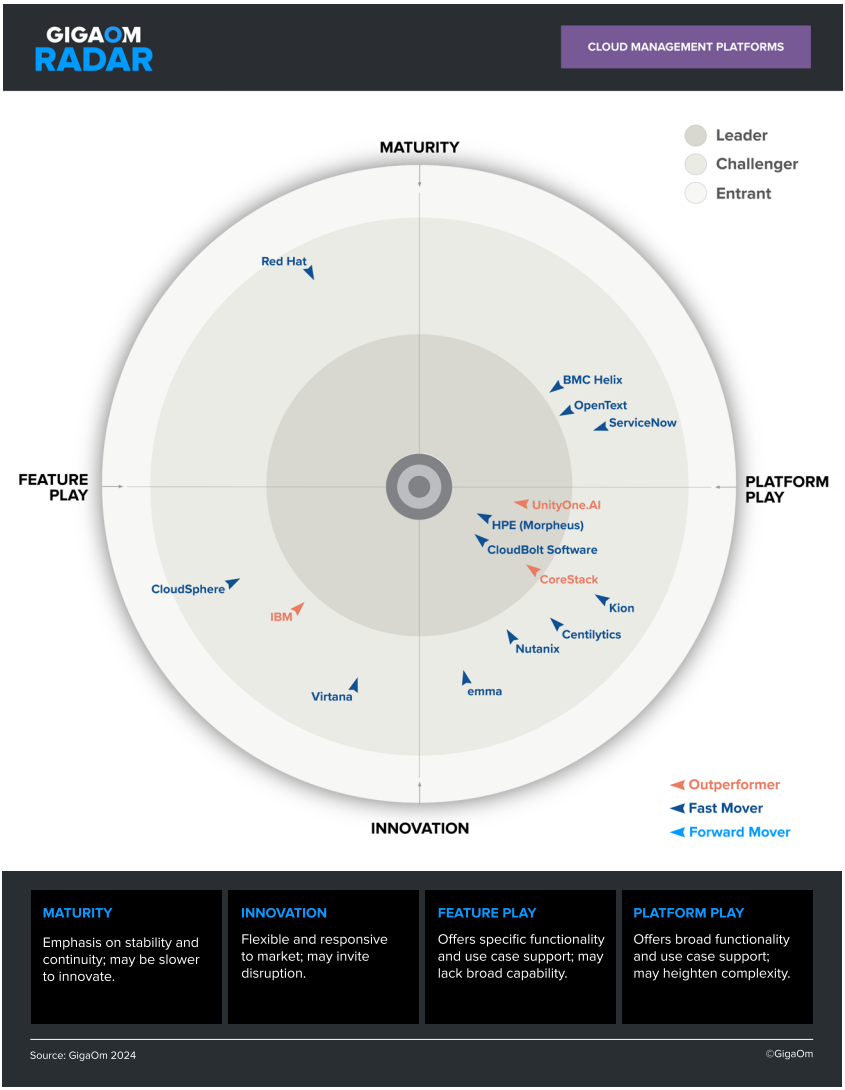
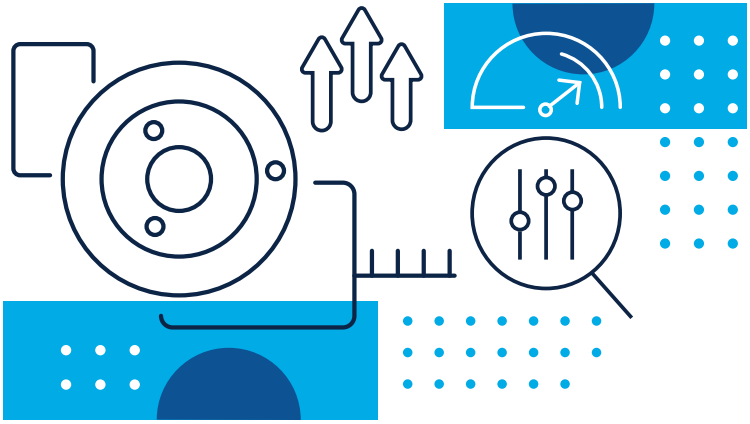


Figure 1. GigaOm Radar for Cloud Management Platforms

The vendors in the Innovation half of the chart are newer and continue to build out their solutions with fresh features to attract customers. These vendors are focusing on new capabilities and automation and incorporating AI into their solutions.

All the vendors in this report have compelling solutions and growing feature sets. A company's current set of cloud services is a key component in determining the requirements for further expansion into cloud management solutions. Some organizations need to augment existing tools with great feature sets from the relevant vendors. Others want a more comprehensive solution. Organizations that are already using (or considering using) one of these comprehensive platforms to fulfill a broad variety of IT needs should consider these platforms first to meet their cloud management needs as well.

In reviewing solutions, it's important to keep in mind that there are no universal "best" or "worst" offerings; every solution has aspects that might make it a better or worse fit for specific customer requirements. Prospective customers should consider their current and future needs when comparing solutions and vendor roadmaps.

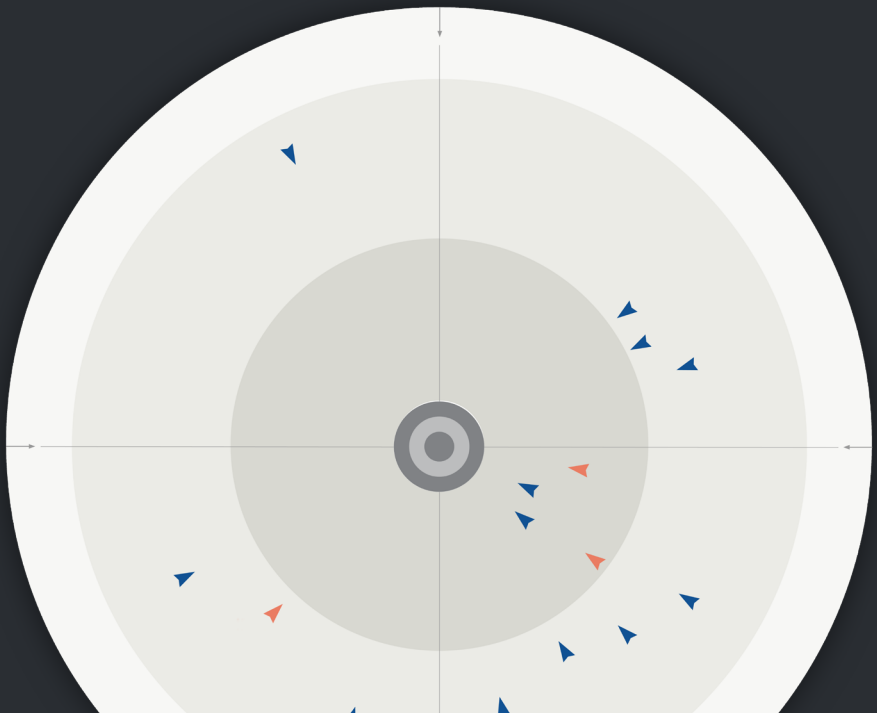


INSIDE THE GIGAOM RADAR

To create the GigaOm Radar graphic, key features, emerging features, and business criteria are scored and weighted. Key features and business criteria receive the highest weighting and have the most impact on vendor positioning on the Radar graphic. Emerging features receive a lower weighting and have a lower impact on vendor positioning on the Radar graphic. The resulting chart is a forward-looking perspective on all the vendors in this report, based on their products' technical capabilities and roadmaps.

Note that the Radar is technology-focused, and business considerations such as vendor market share, customer share, spend, recency or longevity in the market, and so on are not considered in our evaluations. As such, these factors do not impact scoring and positioning on the Radar graphic.

For more information, please visit our Methodology.



05 Solution Insights

BMC Helix: Helix Platform

SOLUTION OVERVIEW

BMC Helix Platform supports a variety of capabilities supporting cloud management, from request management and provisioning to discovery, monitoring, and continuous optimization. BMC Helix Discovery helps teams discover assets and their dependencies across all environments. BMC Helix Continuous Optimization provides predictive service and resource optimization and right-sizing capabilities. BMC Helix Continuous Optimization helps IT organizations continuously and proactively optimize resources to ensure alignment with changes in business demand. This includes budgeting, forecasting, and spend analysis. BMC Helix SecOps and Compliance automates security vulnerability management and simplified patching. BMC Helix Operations Management with AIOps uses AI to detect issues, predict and prevent their impact, and reduce alert noise. BMC Helix IT Service Management (ITSM), a cloud-native SaaS solution, leverages AI and automation to deliver predictive service management capabilities.

For many enterprises, the tight integration of these BMC Helix products provides greater value than integrating best-of-breed tools from multiple vendors. In part, this value derives from having a single platform that is able to share data, GPT service (HelixGPT), service management information, topology, service definitions, automations, dashboarding, and integrations from multiple components in the platform. BMC Helix's suite works best as an integrated collection of products.

BMC Helix can be deployed as SaaS, on-premises, or in a hybrid scenario. The solutions work across numerous clouds, as well as in mainframes.

Strategically, BMC Software continues to focus on deepening the capabilities of the various modules supporting cloud management and optimization and predictive service management, and on enhancing features with AI as well.

BMC Helix is positioned as a Challenger and Fast Mover in the Maturity/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

BMC Helix scored well on a number of decision criteria, including:

- **Resource optimization:** BMC Helix Continuous Optimization delivers strong resource optimization by providing ongoing visibility into applications and business services, enabling IT to easily add, remove, or adjust compute, storage, network, and other resources to meet demand. Capabilities such as service views, capacity forecasting and modeling, risk prediction, cloud migration simulation, and detailed reporting provide insight regarding future resource requirements and help control the timing and cost of new expenditures.
- **Automation management:** BMC Helix Intelligent Automation is an automation aggregator. It enables organizations to identify automation opportunities and connect automation tools to define policies that trigger remediation actions, ensuring no loss in service performance.
- **Operations and security monitoring:** BMC Helix Operations Management with AIOps provides AI-driven situational analysis, root cause isolation, and recommendations for remediation across multicloud environments.

OPPORTUNITIES

BMC Helix has room for improvement in a few decision criteria, including:

- **Cross-platform management:** BMC Helix supports Oracle Cloud Infrastructure (OCI) in addition to Amazon Web Services (AWS), Microsoft Azure, Google Cloud, and IBM Cloud. It should continue to expand the public and private clouds supported.
- **Resource management:** BMC Helix offers both Discovery and Continuous Optimization for resource management. BMC Helix Discovery provides visibility into hardware, software, and service dependencies across multicloud environments. Its discovery capabilities are designed to help manage a wide spectrum of configurations, including mainframe, traditional, and hyperconverged infrastructures, containers, and cloud services. BMC Helix Continuous Optimization uses AI/ML to dynamically align infrastructure resources with the demands of applications, including those based on multicloud, Kubernetes, and containerized microservices. It should continue to enhance and grow the capabilities in these tools.
- **FinOps capabilities:** BMC Helix Continuous Optimization offers FinOps capabilities. As part of the Helix Platform with service-aware optimization, it forecasts growth and mitigates risks associated with a business service by correlating its resources with business driver metrics. It lowers risks and

maintains SLAs with detailed reports of capacity. In addition BMC Helix has a cost management solution; however, it is mainly focused on the basic cost of options in the clouds, on premises, and in mainframe management. It could deepen the FinOps features with predictive analytics.

PURCHASE CONSIDERATIONS	The solution can be deployed as SaaS, on-premises, or in a hybrid scenario. The robustness and scalability of the solution are best suited for businesses looking to grow and adapt their operations. The company offers free trials for each product, but pricing requires working with the sales department, which provides pricing for the specific modules bundled together for an organization. The number of modules needed to perform cloud management can be extensive, adding to the complexity of setting up and operating the environment. BMC Helix professional services and partners help ensure implementations meet business requirements and user expectations.
USE CASES	The solution benefits a variety of industries by enhancing IT operations and service management. It streamlines service management across HR, finance, and IT, automates repetitive tasks, and provides an omnichannel experience.

Centilytics*

SOLUTION OVERVIEW

Centilytics, an intelligent cloud management platform, is a fully automated solution that enables organizations to efficiently manage, secure, and optimize use of the cloud. It provides visibility, governance, and optimization, allowing organizations, particularly in healthcare, to manage all their cloud infrastructure, apps, and processes.

The clear and easy-to-use dashboard shows a simple, integrated view of all three major public cloud vendors (AWS, Azure, and GCP) and provides in-depth insights into the cloud resources. The product also features enhanced alert management with third-party solutions such as Slack and Microsoft 365. Centilytics is deployed as a SaaS solution.

Strategically, Centilytics is focused on broadening cloud management capabilities by providing comprehensive governance, security, and optimization tools. It is also expanding its advanced automation and optimization feature sets.

Centilytics is positioned as a Challenger and Fast Mover in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

Centilytics scored well on a number of decision criteria, including:

- **Operations and security monitoring:** Centilytics provides real-time visibility, automated security audits, and compliance enforcement across multicloud environments. It allows organizations to track operations and security posture across different cloud providers from a single pane of glass.
- **Automation management:** Centilytics offers a number of automation features, including workload automation, security automation, automated remediation of issues, and resource clean-up and optimization.
- **SecOps:** Centilytics SecOps enhances cloud security by providing continuous monitoring, automated threat detection, and compliance enforcement across multicloud environments. It identifies over 400 potential vulnerabilities, including fault tolerance issues, performance optimization gaps, and security loopholes, ensuring proactive risk mitigation

OPPORTUNITIES

Centilytics has room for improvement in a few decision criteria, including:

- **Cross-platform management:** Centilytics could improve its support for additional public and private clouds beyond Azure, AWS, and Google.
- **FinOps capabilities:** While the solution provides cost-reduction optimizations that are visualized on a dynamic dashboard to show resource usage, enabling roles and permissions management and enforcement across cloud vendors, additional FinOps features could be added and enhanced.
- **Dynamic scaling of GPU resources for AI workloads:** While Centilytics documentation does not explicitly mention dynamic scaling of GPU resources for AI workloads, it does provide automated recommendations for rightsizing instances, optimizing reserved instances, and eliminating orphaned resources, which reduces unnecessary expenses.

PURCHASE CONSIDERATIONS	Centilytics offers a flexible pricing model based on cloud consumption and feature selection. It provides four pricing tiers: Basic Widgets, Standard Widgets, Super Widgets, and Ultra Widgets. Basic Widgets are free and provide an overview of cloud spend and infrastructure posture. Standard Widgets, priced at $5 per widget per month, offer detailed insights and unified dashboards for in-depth cloud analysis. Super Widgets, available at $10 per widget per month, deliver actionable insights that allow businesses to evaluate every resource within their infrastructure with a microscopic lens. Ultra Widgets, the most advanced tier at $50 per widget per month, enable cloud management through custom reports, alerts, and budgets to enhance efficiency.
USE CASES	Centilytics caters to businesses of all types and sizes. With one platform, the company provides capabilities for a variety of roles in IT, IT finance, infrastructure operations, and security operations. Cloud management features include access control, billing and provisioning, capacity analytics, cost management, demand monitoring, multicloud management, and performance analytics. This breadth of features demonstrates the power of a tool that was purpose-built for cloud management.

CloudBolt Software: CloudBolt Hybrid Cloud Management

SOLUTION OVERVIEW

CloudBolt Hybrid Cloud Management delivers comprehensive automation, orchestration, and governance for complex multicloud and hybrid IT environments. Its flagship solution empowers organizations to streamline service delivery, improve operational efficiency, and enhance control across their entire technology portfolio. It supports major public and private cloud providers such as Amazon Web Services (AWS), Microsoft Azure, Google Cloud Platform (GCP), Oracle Cloud Infrastructure (OCI), VMware, and OpenStack.

This CMP aims to manage multicloud environments while addressing CI/CD challenges with hybrid clouds. CloudBolt Software's "build once, deploy anywhere" application-hosting approach is designed to reduce barriers to cloud portability.

The solution serves as the central integration point for enterprise cloud strategy, providing a unified control plane that connects disparate tools, platforms, and cloud environments. This integration-centric approach enables IT teams to create seamless workflows, automate complex processes, and deliver self-service capabilities that accelerate innovation while maintaining governance.

The platform offers self-service IT capabilities, enabling developers to deploy and manage resources independently. It also features automation and orchestration tools to enhance efficiency and reduce the need for manual intervention. CloudBolt

Software ensures governance and compliance with organizational policies, while its cost management tools help optimize cloud spending. Overall, CloudBolt Software aims to create a responsive, agile, and value-driven IT environment, integrating seamlessly with existing technologies to maximize cloud ROI.

CloudBolt Software's strategic direction aligns with the company's overarching vision of converging critical cloud management capabilities (orchestration and governance) across FinOps, resource optimization, and cloud management into a common user experience. Throughout 2025 and beyond, it is prioritizing the integration of key capabilities across the product portfolio to create a comprehensive cloud management experience.

CloudBolt Software is positioned as a Leader and Fast Mover in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

CloudBolt Software scored well on a number of decision criteria, including:

- **Cross-platform management:** CloudBolt Software provides unified operations across diverse cloud environments through a single, consistent interface. It currently supports more than 20 different cloud endpoints, delivering comprehensive visibility and control regardless of underlying infrastructure.
- **Automation management:** The solution supports sophisticated automation capabilities that enable organizations to streamline complex operations across hybrid cloud environments. The platform supports diverse automation approaches while maintaining appropriate governance and control.
- **Security policy as code:** The solution enables a true DevSecOps approach by implementing security policies as code throughout the infrastructure lifecycle. The platform ensures consistent application of security requirements across environments while enabling version control and automated validation.

OPPORTUNITIES

CloudBolt Software has room for improvement in a few decision criteria, including:

- **Resource management:** CloudBolt Software provides comprehensive resource management across the entire infrastructure lifecycle, from initial provisioning through ongoing operations to eventual decommissioning. While CloudBolt delivers AI/ML capabilities, including predictive cost forecasting, automated anomaly detection, and intelligent resource rightsizing for Kubernetes workloads, it should continue to enhance these features with additional AI capabilities as technology improves. Its roadmap includes advanced AI features in active development: natural language

blueprint creation, intelligent workload placement algorithms, and predictive resource planning based on historical patterns.

- **Operations and security monitoring:** CloudBolt Software integrates with several monitoring, logging, and governance tools. Through its extensible architecture, CloudBolt Software enables enterprises to centralize visibility, enforce governance policies, and trigger automated actions based on insights received from external systems. It should continue to enhance the integrations to key third-party tools that provide actionable insights for operations and security.
- **Dynamic scaling of GPU resources for AI workloads:** While it hasn't established a specific release timeline for dedicated GPU-focused features, it does provide a resource right-sizing framework, an automated waste signal response, a task scheduling engine, and an extensible operation model. These existing capabilities provide value for organizations managing GPU resources.

PURCHASE CONSIDERATIONS

The solution provides flexible licensing options designed to accommodate organizations of all sizes and budget requirements. The transparent approach enables predictable costs and alignment with business value. It offers both traditional licensing based on managed resource counts and consumption-based options tied to cloud spend. The platform provides Standard and Enterprise editions with appropriate capabilities for different organizational needs. CloudBolt Software offers volume discounts for larger implementations to support enterprise-scale deployments. The pricing model accommodates small departmental implementations through global enterprise deployments. It provides clear pricing information during the sales process, avoiding hidden costs or unexpected fees.

Professional services are offered for organizations that prefer assistance with deployment, integration, or custom development, but they are not needed for standard implementations.

USE CASES

The solution serves a variety of use cases across different industries, enhancing the efficiency and agility of IT operations. Use cases cover hybrid IT operations with private, public, and on-premises operations. It can be used to quickly provision the correct resources cost-effectively, and it includes cost-management capabilities as well. It helps organizations balance innovation with risk management through comprehensive governance capabilities. It extends beyond initial provisioning to support the full resource lifecycle, helping organizations maintain control and visibility over their cloud estates. MSPs can also leverage CloudBolt Software to offer automation and self-service capabilities to their clients, improving service delivery and operational efficiency.

CloudSphere: Illuminate360*

SOLUTION OVERVIEW

CloudSphere's cyber asset management platform has evolved into what is now called Illuminate360. This rebranding reflects a broader focus on delivering continuous, automated visibility across on-premises, hybrid, and multicloud environments. Illuminate360 enhances the original platform by incorporating agentless discovery, AI-driven insights, and business service mapping.

The solution automates the creation of a top-down, business-service view of a company's cyber assets. The continuous business service graphing constructs a real-time view of a company's entire IT estate, saving personnel hours and simplifying important use cases like IT optimization, security, and compliance.

The solution creates a single UI for cloud planning and governance across all cloud providers, potentially reducing the number of tools required. It provides a unified view into migration planning, security posture, identity, compliance, and cost management across multicloud deployments.

CloudSphere targets MSPs and cloud service providers (CSPs) primarily. The solution supports application discovery and dependency mapping associated with cloud migration, primarily around SAP, Oracle, and complex workloads. It also provides multifunction cloud management and supports the management of external public clouds, including AWS, Azure, and GCP.

Strategically, CloudSphere is continuing to deepen functionality for multicloud and hybrid environments. It is increasing the use of AI for optimization and automation.

CloudSphere is positioned as a Challenger and Fast Mover in the Innovation/ Feature Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

CloudSphere scored well on a number of decision criteria, including:

- **Resource management:** Illuminate360 provides agentless, automated discovery of assets, applications, and services, giving organizations real-time visibility into their entire IT estate. It maps application interdependencies and visualizes infrastructure by business service, enabling smarter resource allocation and optimization.
- **Automation management:** CloudSphere uses a knowledge graph as the foundation for automation and AI-driven decision-making. This graph provides contextual analysis, ensuring reliable automation across IT operations.
- **SecOps:** The solution has a number of features that support SecOps and overall compliance and security management. It also has integrations with security information and event management (SIEM) solutions, providing additional visibility across solutions.

OPPORTUNITIES

CloudSphere has room for improvement in a few decision criteria, including:

- **Cross-platform management:** While the Illuminate360 platform supports integrations with major public cloud providers, including AWS, Microsoft Azure, GCP, and OCI, it could expand the public and private clouds supported.
- **Integrations:** The platform supports out-of-the-box integrations with third-party tools for security, compliance, and automation. It should continue to expand the number of prebuilt integrations available for third party tooling.
- **Resource optimization:** CloudSphere continuously monitors cloud environments to identify underutilized resources, reclaim abandoned assets, and rightsize workloads. It should continue to expand its resource optimization capabilities.

PURCHASE CONSIDERATIONS

CloudSphere provides a scalable pricing model that adjusts according to the number of cyber assets managed and the complexity of the IT environment. The subscription-based pricing model features agentless application discovery and dependency mapping, as well as cloud transformation capabilities. Custom pricing is also available from CloudSphere.

USE CASES

CloudSphere's Illuminate360 platform caters to a variety of use cases across different industries. Primary use cases include IT discovery and comprehensive visibility into IT assets and compliance and security management. It also supports cloud migration efforts by mapping dependencies and providing a clear understanding of the existing IT landscape.

CoreStack: NextGen Cloud Governance and Security

SOLUTION OVERVIEW

CoreStack NextGen Cloud Governance and Security is an AI-powered governance and security platform. It provides powerful capabilities that enable enterprises to optimize cloud spend while ensuring security and compliance across multicloud environments. It includes a flexible set of modules that leverage AI to provide continuous and autonomous governance for FinOps, SecOps, CloudOps, and assessments, all in a single platform.

CoreStack FinOps helps organizations track and optimize cloud spend proactively, improve forecasting, prevent budget overruns, and make more data-driven business decisions, ensuring maximum value from cloud investments.

CoreStack SecOps provides unified visibility into security threats, attacks, and vulnerability data, and helps achieve continuous cloud compliance with evolving industry and regulatory standards as well as custom compliance policies.

CoreStack CloudOps drives smarter operations across cloud platforms, keeping essential infrastructure and applications optimized and running smoothly and efficiently. Integrations with third-party workflow tools further enhance productivity.

CoreStack Assessments automates, simplifies, accelerates, and streamlines the assessment process, empowering partners and enterprises to run multicloud assessments at scale, whether against cloud-native frameworks from Amazon Azure and Google or custom frameworks. It enables users to quickly identify and resolve issues across FinOps, SecOps, and CloudOps.

Strategically, CoreStack is focused on providing a platform with comprehensive and continuous governance covering FinOps, SecOps, and CloudOps. It leverages artificial intelligence to automate and integrate governance processes, ensuring cloud operations are optimized for cost, security, and compliance.

CoreStack is positioned as a Leader and Outperformer in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

CoreStack scored well on a number of decision criteria, including:

- **Operations and security monitoring:** CoreStack monitors cloud operations and security comprehensively. It allows users to get unified visibility into multicloud operations, including current alerts status, activity status, and automation status for delivering managed services. It provides a view into real-time multicloud inventory of all services and resources along with their configurations and relationships.
- **FinOps capabilities:** The solution provides a single, intelligent layer of control with its FinOps features. These capabilities help enterprises manage cloud finances across AWS, Azure, GCP, OCI, and SaaS. It supports the FinOps FOCUS standard for unified cost visibility. Features include detailed billing breakdowns, contract modeling, tagging enforcement, and AI-powered dashboards for usage and optimization insights. GenAI workloads (OpenAI, Bedrock, Azure AI) are monitored for cost, utilization, and policy compliance.
- **Security policy as code:** This solution also provides visibility into security threats, attacks, and data vulnerabilities, along with remediation for assured security and compliance. It offers security policy as code with a rich coverage of more than 3,000 policies on the platform and allows customers and partners to bring their own policies. It also supports policy integration with the customer's own configuration management tools such as Git and Bitbucket.

Corestack was classified as an Outperformer given its high rate of development in the last year, which increased its capabilities across FinOps, CloudOps, and SecOps. In addition, it has a strong roadmap for continually delivering innovative features in the future.

OPPORTUNITIES

CoreStack has room for improvement in a few decision criteria, including:

- **Automation management:** While the solution is strong in infrastructure provisioning and management, it can go deeper into these with enhanced self-service options and expanded integrations with cloud-native and third-party tools.
- **Integrations:** CoreStack provides an API-first approach to integrations. It could broaden the availability of prebuilt integrations and connectors to key third party tools.
- **Resource optimization:** The solution automatically detects resource wastage and optimization opportunities by identifying idle and orphaned resources through out-of-the-box, rule-based policies for most resource types. However, its optimization capabilities could be further expanded to cover additional resource types.

PURCHASE CONSIDERATIONS

CoreStack is a SaaS service licensed using a consumption-based fee as a percentage of total cloud spend. In addition, CoreStack allows various customizations positioned as premium services: white labeling, integrations with specific back-end systems or tools based on customer or partner requests, integrations with and support for additional cloud services, and other customizations through professional services engagement.

Professional services are not a requirement to deploy and implement CoreStack. However, in certain special situations, customers may require customizations to integrate and maximize potential value. CoreStack accommodates customization requests through its professional services team.

USE CASES

CoreStack's platform is versatile, supporting use cases across many different industries. These include IT optimization, strong compliance management, and security monitoring. The solution also focuses on FinOps features for budgeting, forecasting, and optimizing resources.

emma: emma Cloud Management Platform

SOLUTION OVERVIEW

emma is a cloud management platform that enables organizations to govern, optimize, and operate hybrid and multicloud environments. It provides a unified interface for resource provisioning, policy enforcement, financial accountability, and operational visibility across public cloud providers, regional cloud platforms, and on-premises infrastructure.

It is a fully agnostic cloud management platform that connects to multiple cloud providers, including hyperscalers, niche providers, and a growing number of

regional providers, through a single unified interface. The cloud-agnostic approach allows organizations to leverage the strengths of different providers while avoiding vendor lock-in.

emma supports cloud financial management, CloudOps, and DevOps use cases by offering intelligent workload optimization, predictive analytics, role-based dashboards, and policy-driven automation. It integrates seamlessly with existing enterprise ecosystems, including ITSM, CI/CD pipelines, identity systems, and monitoring platforms.

emma's strategic direction over the next year focuses on deepening its position as a unified cloud management platform that delivers maximum flexibility across hybrid and multicloud environments while minimizing complexity and vendor lock-in. The platform will continue evolving to help enterprises better orchestrate and govern distributed infrastructure by expanding integration support, enabling seamless interconnection of cloud (both conventional and AI) and on-premises workloads, and simplifying operations through no-code configuration.

emma is positioned as a Challenger and Fast Mover in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

emma scored well on a number of decision criteria, including:

- **Cross-platform management:** emma offers strong cross-platform, end-to-end management, allowing users to manage resources and workloads across multiple cloud environments and on-premises infrastructures. The unified interface includes consistent policy management, management of cloud-native functionalities such as Kubernetes and microservices management, continuous monitoring, and security integrations.
- **Resource management:** The solution offers comprehensive resource management, including provisioning, deprovisioning, and resource optimization capabilities. This includes full lifecycle management and root cause analysis.
- **SecOps:** emma can integrate with SIEM tools and security operations platforms to feed security-relevant data from hybrid and multicloud environments, helping to enhance threat detection, incident correlation, and compliance reporting.

OPPORTUNITIES

emma has room for improvement in a few decision criteria, including:

- **FinOps capabilities:** emma's FinOps capabilities include real-time cost monitoring, predictive analytics, anomaly detection, and policy-driven budget enforcement. Showback and budget tracking are available out of the box. It could expand its FinOps features with capabilities such as chargeback functions and accounting options.

- **Automation management:** emma offers automation capabilities through a no-code UI, policy-based lifecycle workflows, and integrations with orchestration engines like Terraform. The platform enables autonomous provisioning and lifecycle management across clouds and on-premesis environments. It could enhance the processes with native BPM-style orchestration capabilities.
- **Integrations:** emma provides integrations via REST APIs and prebuilt connectors for ITSM (ServiceNow), CI/CD (GitHub, GitLab), identity (SAML, AD), and SIEM platforms; however, it could continue to deepen and enhance capabilities with prebuilt integrations and connectors with other tools in the IT ecosystem.

PURCHASE CONSIDERATIONS	emma follows a savings sharing model in which it charges a percentage of savings as a fee. With commitments that are longer, such as 12, 24, or 36 months, emma offers a lower-fee option. It also has a 14-day free trial period.
USE CASES	emma supports a number of different industries with its capabilities. It has strong use cases in resource management and optimization, cloud cost management and optimization, regulatory compliance, automation, and cross-cloud connectivity.

HPE (Morpheus): HPE Morpheus Software

SOLUTION OVERVIEW

Morpheus Data was acquired by HPE in 2024. The HPE Morpheus Software family provides a unified orchestration and automation platform engineered to enable modern hybrid cloud management and developer self-service while giving IT, finance, and security the ability to set proper governance guardrails. It simplifies the creation and consumption of hybrid clouds, virtualization and container clusters, and automation tools so organizations can eliminate friction, improve efficiency, and optimize costs.

The HPE Morpheus Software family has two members. HPE Morpheus Enterprise represents the capabilities of the former Morpheus Data software suite, including the built-in KVM hypervisor and Kubernetes distribution, along with all integrations into dozens of external clouds and tools, an embedded FinOps engine, and a multitenant governance policy engine.

HPE Morpheus VM Essentials is a new entry with a reduced set of features aimed at organizations primarily concerned with virtualization alternatives to reduce cost and lock-in. VM Essentials includes a built-in KVM hypervisor and can integrate with VMware vCenter, providing simple VM-vending, basic governance, and task automation into both. Essentials customers can easily upgrade to the full Enterprise features set.

From a strategic perspective, HPE Morpheus Software is the go-forward control plane strategy for the HPE Hybrid Cloud portfolio. It will maintain a 100% agnostic view of hardware, hypervisors, and hyperscalers. The strategy is to build a strong standalone software business, including tighter integration across Morpheus, OpsRamp, Zerto, and other multicloud assets, while also providing simplified consumption via fully integrated turnkey hardware appliances such as HPE Private Cloud Business Edition.

HPE is positioned as a Leader and Fast Mover in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart

STRENGTHS

HPE scored well on a number of decision criteria, including::

- **Cross-platform management:** HPE Morpheus Software has a broad set of cross-platform management capabilities, exposing core capabilities of each underlying cloud behind a common service management portal, API/CLI, Terraform provider, or ITSM integration. This normalized abstraction layer eliminates the need for the requestor and cloud operators to understand or manage cloud vendor-specific portals without sacrificing access to cloud-specific service capabilities.
- **Automation management:** This is a core part of the HPE self-service platform with the ability to templatize service blueprints for autonomous processing and orchestration of components. It was designed as a hybrid cloud platform for developer self-service, including associated lifecycle phase-based automation. It also enables the execution of operational workflows for GitOps automation outside of lifecycle services.
- **SecOps:** The solution enables SecOps by embedding security agents into OS and application templates, running security and compliance scans as part of provisioning phases, and using the embedded SCAP scan engine to manage compliance and drift. The platform integrates with identity providers and secrets management systems as part of its security posture.

OPPORTUNITIES

HPE has room for improvement in a few decision criteria, including:

- **Operations and security monitoring:** The vendor has built-in monitoring and security scanning to detect drift. Built-in monitoring checks also cover service availability, and some service-specific checks, including SQL data return and queue depth for RabbitMQ. The solution can link with external monitoring and governance systems via outbound automation and inbound UI/data extensions to push or pull information related to services and resources. It can continue to enhance and deepen these capabilities as it is doing by integration with HPE OpsRamp.

- **Security policy as code:** All policies, including the creation and enforcement of security items, can be managed as code. HPE Morpheus Software is typically part of the software development lifecycle and can enforce policies for the environment creation and service lifecycle elements of the chain. True SPaC would also require implementing policies shifting left into the creation and compilation of that code prior to hitting HPE Morpheus Software within a pipeline.
- **SecOps:** The solution can be used in several ways to embrace DevSecOps patterns. Examples include embedding security agents into OS and application templates, running security and compliance scans as part of provisioning phases, and using the embedded HPE Morpheus SCAP scan engine to manage compliance and drift. It could continue to expand the SecOps capabilities.

PURCHASE CONSIDERATIONS

With the acquisition by HPE, Morpheus has streamlined its license model to optimize the go-to-market motion alongside infrastructure and private cloud sales.

HPE Morpheus Enterprise is licensed on a per-socket basis for on-premises infrastructure. This includes CPU sockets on any bare metal or hypervisor cluster hosts. For public clouds, it assumes a 15 workload to 1 socket ratio (for example, 150 EC2 instances = 10 sockets). The list price per socket for HPE Morpheus Enterprise is $2,500 per socket.

HPE Morpheus VM Essentials is also licensed per socket but only for the associated HPE KVM hosts. Everything includes volume-based discounting, and enterprise license agreements are available.

In addition to the software license itself, HPE's advisory and professional services organization provides installation and QuickStart configuration packages, which are available at fixed pricing for common use cases. HPE can also provide custom pricing when more intense professional services are needed, including workflow and CI/CD pipeline integration.

USE CASES

Within the area of cloud management, HPE excels in the following use cases, with the goal of providing end user self-service: instance provisioning and management, cluster provisioning and management, runbook automation and IaC management, and extending PlatformOps to AI and the network edge. In addition, HPE can apply analytics, reporting, and optimization to the above use cases in order to cover a majority of the FinOps requirements for enterprise and MSP customers. From an industry perspective, the solution applies broadly across many industry types and does not cater to only specific industries or organizations.

IBM: Turbonomic, Instana, Cloudability

SOLUTION OVERVIEW

IBM meets the requirements for this report with three key products, each of which has different strengths for cloud management. IBM Turbonomic is an AI-powered application resource management platform designed to optimize performance and reduce cloud costs across hybrid and multicloud environments. It continuously analyzes application demand and dynamically allocates compute, storage, and network resources in real time, ensuring peak performance without overprovisioning.

IBM Instana is a real-time observability and application performance monitoring platform designed for cloud-native environments, and it extends to the mainframe as well. It automatically discovers and monitors applications, services, containers, and infrastructure without manual setup, offering full-stack visibility with one-second granularity and three-second alerting.

IBM's Cloudability is a SaaS solution that focuses on cost management and optimization, helping companies monitor, manage, and rightsize cloud expenses across businesses of any size. The platform offers full visibility into cloud costs so users can reduce waste, optimize for efficiency, and bring solutions to market faster.

Strategically, IBM is bringing together several solutions to enhance cloud management and FinOps capabilities. Turbonomic, Instana, and Cloudability are being integrated and enhanced to deliver a unified, AI-powered solution that spans observability, automation, and financial governance across hybrid and multicloud environments.

IBM is positioned as a Challenger and Outperformer and one of only three vendors in the Innovation/Feature Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

IBM scored well on a number of decision criteria, including:

- **Resource management:** Instana automatically discovers, maps, and monitors all services and infrastructure components, providing complete visibility across the application stack.
- **Resource optimization:** Turbonomic focuses on full-stack visibility and AI-driven resource recommendations and insights. Companies can automate critical actions in real time that proactively deliver the most efficient use of compute, storage, and network resources to the applications at every layer of the stack, without human intervention.
- **Dynamic scaling of GPU resources for AI workloads:** Turbonomic optimizes GPU workloads by automatically scaling GPU resources based on demand, ensuring efficient performance and cost savings.

IBM was classified as an Outperformer because of its high rate of development and integration among solutions in the last year and its strong go-forward roadmap.

OPPORTUNITIES

IBM was classified as an Outperformer because of its high rate of development and integration among solutions in the last year and its strong go-forward roadmap.

- **FinOps capabilities:** Cloudability has strong cost governance capabilities that focus on financial operations. The solution can forecast spending to help organizations stay on budget and identify surprises in cloud spending. It could continue to enhance the FinOps capabilities.
- **Operations and security monitoring: I**BM Instana does integrate with IBM Concert, which is an application-centric resilience hub that provides an application view to proactively infer root causes of intermittent failures, recover faster from outages, and establish compliance through automated, audit-ready actions. However, to strengthen its operations and security monitoring, IBM would benefit from deeper integrations (or consolidation) with SIEM/SOAR tools, real-time compliance assessments, and broader policy enforcement across hybrid clouds.
- **Integrations:** While IBM has integrations with several tools, it should continue to deepen the out-of-the box integrations in support of cloud management.

PURCHASE CONSIDERATIONS

Modular pricing is available to pay for what is needed, and there's a custom pricing solution as well. Turbonomic's pricing is based on the total number of managed virtual servers (MVS) across the hybrid cloud environment. One MVS is equal to one VM, one cloud instance, or one Kubernetes node.

Instana uses a simple, all-inclusive pricing model based on the number of managed virtual servers. There are no caps on metrics or traces, and it includes all essential features like APM, infrastructure monitoring, and digital experience monitoring.

Cloudability offers three packages: Essentials, Standard, and Premium. Each is tailored to different stages of FinOps maturity, with increasing levels of functionality and automation.

The solution leverages several IBM products that require separate licensing, support, and cost. Sales can provide custom pricing with bundled components.

USE CASES	IBM covers a broad range of industries with its solutions. The main use cases center around automation, resource planning and optimization, right sizing, reserve instance planning, container cost allocation, anomaly detection, and cost sharing, capacity planning and migration, and root cause analysis. IBM uses AI to enhance its features as well.

Kion

SOLUTION OVERVIEW

Kion automates CloudOps and FinOps with a single platform providing policy-based identity, financial management, and compliance for multicloud infrastructure. Kion helps organizations achieve "governance by default" through improved visibility, automation, guardrails, and guidance across AWS, Azure, GCP, and OCI environments. This helps enterprises reduce complexity, eliminate chaos, and minimize manual work so they can innovate faster with less risk.

Kion's platform enables organizations to efficiently manage user provisioning and deprovisioning across multicloud environments, ensuring users have the appropriate access to resources they need while maintaining security and compliance standards. Wherever they are on their cloud journey, Kion empowers organizations to confidently provision accounts, maintain financial control, and ensure compliance with security regulations.

The product is delivered in a way that allows customers to self-host with their cloud provider of choice (such as AWS and Azure), and Kion never has access to customer data. While Kion is primarily customer-hosted, it is available to OEMs and MSPs as a managed offering.

Strategically, Kion focuses on managing complex multicloud environments, especially for regulated industries, and is continuing to deepen the product's FinOps capabilities. Kion believes the future of FinOps will depend on a unified CloudOps approach, through which governance, automation, policy, and cost control work hand in hand to maximize the value of the cloud.

Kion is positioned as a Challenger and Fast Mover in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

Kion scored well on a number of decision criteria, including::

- **Automation management:** Kion offers automation management through its Cloud Rules, Action Plans, and Enforcements features. Cloud Rules are policy-based controls that run custom automated actions against a cloud environment to enforce policy, configure a cloud account, manage cloud infrastructure, or manage cloud identities. Action Plans are an extension of Cloud Rules that apply when a certain criterion is matched. Enforcements are specific automated actions that run because of overspending, noncompliance, or other user-assigned triggers. It provides out-of-the-box automation that customers can opt to use, or customers can provide custom automated actions.
- **Integrations:** The solution has a number of integrations with identity providers, OS vulnerability management tools, and cloud security tools, as well as ServiceNow ITSM and JIRA. It also integrates with monitoring tools, both cloud-native and third-party solutions. All Kion integrations are available for free with an active subscription. Kion is also entirely API-driven, allowing numerous integrations and workflows to be configured with ease.
- **SecOps:** Kion enables SecOps teams to monitor and enforce continuous cloud compliance. It can scan for and automatically remediate cloud misconfigurations (CSPM) and includes over 8,000 compliance checks aligned to popular compliance frameworks such as CIS, NIST, and AWS Well-Architected Framework.

OPPORTUNITIES

Kion has room for improvement in a few decision criteria, including:

- **Operations and security monitoring:** While Kion is not a SOC or SIEM tool, it does offer capabilities to help monitor and enforce public cloud security-based rules. Kion currently only provides public cloud security controls; it does not monitor on-premises environments.
- **Resource management:** Kion currently supports resource management across major cloud providers by providing visibility via Resource Inventory, provisioning new cloud accounts, provisioning IAM roles and definitions via Kion Cloud Access Roles (CARs), managing AWS Reserved Instances (RIs), and using Cloud Rules to provision and deprovision storage, compute, and other resources. It could enhance resource management by providing full resource management lifecycle capabilities, freeing up prepaid or reserved instance types so other authorized deployments can leverage them if the original project no longer requires them, and pinpointing root causes on application performance issues.

- **Resource optimization:** Kion offers resource optimization recommendations through the savings opportunities for AWS and Azure. These recommendations are not currently driven by AI, but advancing this feature with additional capabilities, plus adding GCP support, is on the 12-month roadmap.

PURCHASE CONSIDERATIONS

Kion's pricing is based on an organization's cloud footprint and remains fixed throughout the subscription period, giving the company complete cost predictability. It includes unlimited users with no per-user fees, and unlimited cloud accounts to manage AWS, Azure, GCP, and OCI environments. It also includes full support and product upgrades, providing quarterly platform enhancements and expert support. The Kion platform pricing starts at $15,000.

Customers may select additional services such as premium support, additional onboarding assistance, and custom professional services engagements, but none are required.

USE CASES

Kion's CMP is widely adopted across several regulated industries, including government, commercial enterprise, healthcare, and financial services. It helps manage complex multicloud environments while ensuring compliance with stringent regulatory standards like NIST, PCI-DSS, and HIPAA. Enterprises benefit from Kion's ability to streamline cloud operations, automate user provisioning, and enforce access control and financial management policies, which is crucial for organizations with extensive cloud footprints. Common use cases for Kion CMP include automating user provisioning and deprovisioning, monitoring and optimizing cloud spending, enforcing security and compliance policies, and streamlining cloud operations through automation.

Nutanix: Nutanix Cloud Manager (NCM)

SOLUTION OVERVIEW

Nutanix Cloud Manager (NCM) is a hybrid multicloud management platform that provides a cloud operating model. NCM Intelligent Ops provides low-code automation that leverages AI/ML, VM-centric capacity forecasting and planning, an anomaly detection and optimization engine, VM and SQL monitoring and correlation, ticketing integrations, analysis, and custom reporting capabilities. NCM Self-Service provides self-service UI/CLI-based blueprints, Day 2 lifecycle management, policy-based governance, and multicloud management. NCM Cost Governance provides showback, chargeback, budgeting, and reserved instance optimization. NCM Security Central provides security audits, compliance, remediation, and asset inventory.

NCM gives organizations visibility into and analytics about cloud consumption patterns for AWS, Azure, GCP, Nutanix Private Cloud, and VMware ESXi. There are also one-click fixes for cost optimization and security compliance across cloud environments.

From a strategic perspective, Nutanix will continue to enhance its features for hybrid multicloud environments. This includes seamless integration across various cloud platforms and growing AI capabilities.

Nutanix is positioned as a Challenger and Fast Mover in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

Nutanix scored well on a number of decision criteria, including:

- **Operations and security monitoring:** Its core capabilities include security planning and monitoring, advanced investigation and automation, and continuous compliance.
- **Automation management:** NCM has built-in automation capability that helps operations and DevOps teams design and implement automation. They can automate day-to-day operational tasks and the provisioning of hybrid cloud architectures, managing both multitiered and distributed applications across different cloud environments from a single control plane. They can build automation and improve operations productivity with zero coding.
- **SecOps:** NCM Security Central offers native SecOps capability through a single pane of glass for multicloud environments. It has over 800 out-of-the-box audit checks (policy guardrails) that help customers gain insights into misconfigurations.

OPPORTUNITIES

Nutanix has room for improvement in a few decision criteria, including:

- **Cross-platform management:** While NCM offers a single pane of glass to optimize, manage, and govern multicloud environments out of the box, supporting all the major cloud-native infrastructure and platform components, it could deepen its support for containers.
- **Resource management:** NCM manages provisioning and deprovisioning of multiple resources associated with compute services across hybrid cloud environments by default. It could continue to deepen these features.
- **Dynamic scaling of GPU resources for AI workloads:** While NCM did not mention supporting GPU dynamic scaling, it does support dynamic scaling of other resource types. It could enhance specific features in support of GPU optimization.

PURCHASE CONSIDERATIONS	Nutanix offers a variety of options and deployment models to meet customer needs. Licensing prices are uniform, with discounts available depending on purchase size, scale, and geography. Pricing is determined by the number of CPU cores (for on premises) and virtual machines (for public clouds) and is structured across different tiers based on functionality, with flexible subscription terms for on-premises and SaaS. The SaaS solutions are offered both with and without Nutanix Cloud Infrastructure (NCI). The tier models, along with the ability to purchase standalone SaaS capabilities, allow businesses of all sizes to tailor a license combination to meet their needs. Nutanix offers multiple support levels that can be added to the product, with SLAs from one hour to less than 30 minutes. Nutanix guarantees a service availability of 99.9%. In addition, there are several thousand Nutanix-certified partners available to customers.
USE CASES	NCM supports a broad set of industries, enabling users to gain historical insights across a broad spectrum of Nutanix and vCenter entities, including clusters, hosts, VMs, containers, disks, storage pools, volume groups, and alerts. Leveraging machine learning, the solution provides critical insights for scaling, capacity analysis, trend identification, and inefficiency detection in workloads. It offers strong governance controls to ensure compliance with business policies and regulations and supports security governance by validating compliance with regulatory policies, including HIPAA, PCI, CIS, NIST, and GDPR.

OpenText: Cloud Management

SOLUTION OVERVIEW

OpenText Cloud Management automates and accelerates the delivery of hybrid cloud apps, infrastructure, and lifecycle management processes. It provides seamless and consistent management of public and private clouds. It includes capabilities for cloud cost management, provisioning, self-service, lifecycle management, and governance. Supported by a powerful automation engine, it helps organizations manage cloud costs and control, administer, and maintain their cloud infrastructure.

OpenText Cloud Management is available as a standalone solution or as part of the broader, modular portfolio called OpenText Observability and Service Management Cloud.

Overall, the OpenText Cloud Management platform is strategically focused on enhancing the automation and acceleration of hybrid cloud applications, infrastructure, and lifecycle management processes. The solution aims to provide operational consistency across multiple cloud environments, ensuring stronger governance and compliance guardrails, along with self-service and automation

capabilities. In addition, the platform is investing in helping customers migrate from their current hypervisor to target hypervisors and hyperscalers faster and more efficiently, with measurable metrics, by integrating with migration solutions like OpenText Migrate and native cloud migration services.

OpenText is positioned as a Challenger and Fast Mover in the Maturity/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

OpenText scored well on a number of decision criteria, including:

- **Cross-platform management:** OpenText Cloud Management supports cross-platform management across public clouds (AWS, Azure, GCP, Oracle Cloud), private clouds (VMware vSphere, Microsoft Hyper-V, Red Hat OpenStack, Nutanix, KVM), and container environments (via integration with Kubernetes and Terraform). The platform offers a unified interface and common service catalog to manage provisioning, configuration, policy enforcement, and lifecycle automation across these environments.
- **Resource management:** OpenText Cloud Management supports resource provisioning, configuration, quotas, and deprovisioning for compute, storage, and network resources across public cloud platforms (AWS, Azure, GCP, OCI) and private/on-premises environments (VMware, Hyper-V, OpenStack).
- **FinOps capabilities:** The solution includes native FinOps and GreenOps capabilities that enable cost optimization, budget control, and carbon footprint insights across hybrid and multicloud environments. These capabilities are tailored for different roles, from engineering and procurement to IT operations and the C-suite.

OPPORTUNITIES

OpenText has room for improvement in a few decision criteria, including:

- **Operations and security monitoring:** Monitoring capabilities are delivered through integration with OpenText AI Operations Management, a modular component of the broader Observability and Service Management Cloud platform. Obtaining this functionality requires licensing an additional platform.
- **Resource optimization:** OpenText offers resource optimization through a combination of OpenText Cloud Management and OpenText AI Operations Management (formerly OpsBridge). Both of these are part of the modular OpenText Cloud Management Platforms Observability and Service Management Cloud, requiring a larger licensing of products.

- **Security policy as code:** The solution does not currently include a dedicated policy-as-code engine. However, the platform enables teams to define and enforce security policies declaratively through blueprint logic, role-based access controls, tagging standards, approval workflows, and automation rules. OpenText could introduce security policy as code capabilities to deepen these features.

PURCHASE CONSIDERATIONS

OpenText Cloud Management is licensed via a unit-based model in which one unit equals one operating system instance, one storage node, two network nodes, five database services or middleware services, five containers, or eight edge devices/IoT nodes. Add-ons may apply for advanced integrations or cross-product capabilities. SaaS deployments are billed under subscription terms; self-managed deployments can follow annual license agreements.

Professional services are recommended for more complex or highly integrated deployments, particularly those involving third-party ITSM tools, CMDB alignment, or advanced financial management configuration. However, organizations with straightforward needs or those using the SaaS model can often onboard using guided setup, prebuilt blueprints, and OpenText documentation without formal services.

USE CASES

OpenText Cloud Management is used broadly across industries such as finance, healthcare, manufacturing, and retail, due to its versatile cloud management capabilities. Key use cases for OpenText Cloud Management include orchestrating and automating the provisioning and lifecycle management of cloud resources, enforcing governance and compliance policies, optimizing cloud costs through FinOps capabilities, GreenOps, IT process orchestration, cloud discovery and CMDB integration, and integrating with other third-party tools and automation capabilities.

Red Hat

SOLUTION OVERVIEW

Red Hat's open hybrid cloud enables customers to run any application or workload consistently across any footprint, including on-premises, at the edge, and in the cloud. The open hybrid cloud strategy is built on the technological foundation of Red Hat Enterprise Linux, Red Hat OpenShift, and Red Hat Ansible Automation Platform. Red Hat collaborates with major cloud providers like AWS, Microsoft Azure, and OCI, hardware (Intel, Nvidia, OEMs, and others) and software ecosystem (SAP, Oracle, Microsoft, and so on).

Red Hat Enterprise Linux provides a flexible foundation with intelligent features, advanced tools, and portability for an optimized experience from development to deployment to ongoing management of new applications across any footprint. It

supports large ecosystems from Intel, AMD, and IBM Power to all the OEMs and cloud providers.

Red Hat OpenShift is a hybrid cloud application platform powered by Kubernetes. It supports container orchestration, application lifecycle management, and multicloud deployments, making it a versatile tool for managing cloud-native applications.

Red Hat Ansible Automation Platform is an end-to-end automation solution for configuring systems, deploying software, and orchestrating advanced workflows. It includes resources to create, manage, and scale across the entire enterprise in a multicloud environment.

Red Hat Insights includes a centralized dashboard that combines operations with reporting and insights. It uses predictive analytics and deep product insight to assess and remediate risks in a proactive manner across the environments. The tool is included with every subscription for Red Hat Enterprise Linux, Red Hat OpenShift, and Red Hat Ansible Automation Platform.

Red Hat is strategically focused on enhancing its capabilities on hybrid and multicloud platforms, with an emphasis on DevSecOps features.

Red Hat is positioned as a Challenger and Fast Mover alone in the Maturity/Feature Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

Red Hat scored well on a number of decision criteria, including:

- **Cross-platform management:** Red Hat enables organizations to manage and migrate workloads across diverse environments. It is certified to run on a wide range of hardware platforms and hypervisors, including VMware, Microsoft Hyper-V, major public clouds (like AWS, Microsoft Azure, and Google Cloud), private clouds, and hardware architectures (including Intel, AMD, IBM Power, and IBM Z).
- **Integrations:** Red Hat offers a suite of over 200 integration technologies designed to connect applications, data, and devices across hybrid and multicloud environments. This platform includes tools for API management, real-time messaging, data transformation, and service orchestration.
- **Dynamic scaling of GPU resources for AI workloads:** OpenShift AI enables fractional GPU sharing, allowing workloads to dynamically adjust GPU allocation based on demand, reducing resource waste and improving efficiency. The dynamic accelerator slicer operator is currently in developer preview and is designed to dynamically allocate and manage GPU slices in OpenShift.

OPPORTUNITIES

Red Hat has room for improvement in a few decision criteria, including:

- **FinOps capabilities:** Red Hat provides basic cost management in OpenShift and in Red Hat Insights. It could enhance these capabilities with more robust FinOps features.
- **Automation management:** While Red Hat Ansible Automation Platform is a strong offering, the solution could include more out-of-the-box automation capabilities that require less manual configuration.
- **Resource management:** Red Hat provides resource management capabilities through its use of control groups (cgroups) and systemd integration in Red Hat Enterprise Linux (RHEL). It could broaden its resource management capabilities with more advanced features to match others in this market.

PURCHASE CONSIDERATIONS

Red Hat's pricing for its various products is structured to accommodate different organizational needs and scales. Red Hat Enterprise Linux (RHEL) subscriptions have a yearly cost for the server edition, which can be deployed on physical systems and in the cloud. It also has several special editions, such as the workstation edition, optimized for high-performance graphics and scientific activities; RHEL for SAP Solutions with enhanced capabilities for specific SAP workloads; and a virtual data center edition for dense virtualized environments. These subscriptions are available for purchase through partners like HP, Dell, and Lenovo or through cloud marketplaces, including AWS, Microsoft Azure, and Google Cloud. They include access to Red Hat Insights and provide access to the latest software updates, security patches, and support services, ensuring organizations can maintain a secure and efficient IT infrastructure.

Red Hat OpenShift offers several pricing tiers based on the deployment model and support level. Red Hat Ansible Automation Platform also follows a subscription-based pricing model based on the number of managed nodes. Red Hat Insights is included with all three products at no additional cost. Red Hat provides no-cost trials of its products.

Red Hat solutions can be complex to implement across multiple clouds with multiple products. The products tend to be more developer-focused, needing specific skills to configure and implement them.

USE CASES	Red Hat is widely used across various industries due to its stability, security, and scalability. Common use cases for Red Hat CMPs include automating IT operations and managing hybrid cloud environments by providing a unified interface for overseeing both on-premises and cloud resources. The solutions are also used for ensuring compliance and security through robust policy enforcement and governance features. Additionally, they support resource optimization by monitoring and managing resource usage to improve cost efficiency and facilitate DevOps practices by integrating with CI/CD pipelines and enabling seamless application deployment and management.

ServiceNow: Cloud Governance Suite

SOLUTION OVERVIEW

ServiceNow provides a unified solution called Cloud Governance Suite. It consolidates multiple ServiceNow Technology Workflows cloud solutions into a single interface. Cloud Governance Suite integrates multicloud adoption through AI-driven automation, offering real-time visibility, cost optimization, and risk-based security. ServiceNow's cloud governance solution automates processes to enhance operational efficiency, reduce costs, and bolster governance and compliance for the Cloud Center of Excellence (CCoE).

Cloud Account Management (CAM) helps address cloud compliance challenges through detailed insights and automated workflows, including a dashboard for cloud account inventory with essential information on ownership, cost, and service context.

Cloud Security Management offers continuous monitoring, AI-driven threat detection, and automated remediation to minimize attack surfaces, break down security silos, and enable rapid, data-driven risk management.

Cloud Cost Management (CCM) offers centralized cloud cost visibility, resource optimization, and spend optimization.

Strategically, ServiceNow AI platform simplifies multicloud management with a unified operational model driven by AI and automation. This platform offers a single interface for enforcing governance, controlling costs, and optimizing cloud resources effectively.

ServiceNow is positioned as a Challenger and Fast Mover in the Maturity/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

ServiceNow scored well on a number of decision criteria, including:

- **Resource management:** Cloud Management discovers preexisting cloud resources, creating a single system of record for the entire cloud infrastructure. It identifies and maps IT assets and their relationships.
- **Integrations:** ServiceNow's Integration Hub includes over 175 prebuilt connectors. Additional integrations and templates for key solutions are provided for no-code integrations and workflow processes.
- **SecOps:** Cloud Governance Suite integrates with ServiceNow's SecOps to provide threat and vulnerability management. This integration allows the solution to prioritize and respond quickly to security threats using automated workflows and advanced threat intelligence.

OPPORTUNITIES

ServiceNow has room for improvement in a few decision criteria, including:

- **Cross-platform management:** While the Cloud Governance suite offers support for several cloud environments, including AWS, Azure, GCP, IBM, Oracle, and VMware, it could continue to expand support for additional public and private clouds.
- **Resource optimization:** Cloud Governance Suite includes some resource optimization capabilities. Additional optimizations, such as rightsizing workloads, reclaiming unused resources, or automating cost-saving actions, require additional modules to be licensed.
- **Dynamic scaling of GPU resources for AI workloads:** ServiceNow doesn't offer dynamic GPU scaling as a native feature. However, it supports horizontal scaling of its application nodes and back end infrastructure, including the use of read replicas to improve performance for large-scale instances.

PURCHASE CONSIDERATIONS

ServiceNow doesn't publish pricing for its Cloud Governance Suite directly on its website. Instead, it follows a custom quote model based on the organization's size, selected modules, number of users, and deployment preferences.

USE CASES

ServiceNow Cloud Governance Suite supports a wide range of use cases and industries by providing comprehensive visibility and automation across IT infrastructures. Key use cases include infrastructure monitoring, cloud management, optimizing cloud delivery, cost management, and governance. It also includes automated workflows and predictive analytics.

UnityOne.AI

SOLUTION OVERVIEW

UnityOne.AI is a comprehensive multicloud platform composed of multiple modules, including Data Center Infrastructure Management (DCIM), Cloud Management Platform (CMP), Artificial Intelligence IT Operations (AIOps), Cost Management, and Sustainability. These components can be used to increase speed to market, as they are designed to provide a single complete ITOps and CloudOps Management solution for all industries.

These products share a common user interface, delivering a unified, single-pane-of-glass experience that simplifies management and monitoring across diverse environments. Underlying this, UnityOne.AI operates on a common, technology-agnostic platform architecture that acts as a shared backplane, enabling seamless data correlation, workflow orchestration, and AI-driven insights across all modules.

UnityOne.AI integrates securely with public cloud providers (AWS, Azure, GCP, OCI) and private cloud environments by deploying a lightweight collector VM within the customer's infrastructure. This collector communicates over standard network ports to gather data, ensuring secure and flexible connectivity without the need for a proprietary network.

UnityOne.AI's strategic direction is focused on providing a leading AI-powered hybrid and multicloud management platform. The vision is to evolve UnityOne.AI into an autonomous cloud operations blueprint that proactively protects, optimizes, and enhances cloud environments. This includes delivering a unified experience across public and private LLMs and enabling seamless management through specialized AI agents, with plans to offer agent-as-a-service, allowing customers to build custom agents tailored to their business needs.

UnityOne.AI is positioned as a Leader and Outperformer in the Innovation/Platform Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

UnityOne.AI scored well on a number of decision criteria, including:

- **Resource management:** UnityOne.AI provides provisioning, deprovisioning, reserved instance optimization, root cause analysis, predictive analytics, and unified visibility for hybrid and multicloud environments.
- **Automation management:** UnityOne.AI currently offers comprehensive automation management (including autonomous processing and orchestration, DevOps and operations self-service automation, and lifecycle management) as a core capability of its platform.

- **Dynamic scaling of GPU resources for AI workloads:** The solution supports LLMs, model registries, and vector databases, optimizing GPU utilization for demanding generative AI applications. It includes numerous autoscaling triggers, cost optimization rules, automated recovery from failures, and CI/CD pipelines for GPU with visibility.

UnityOne.AI was classified as an Outperformer because of its strong release cadence over the last year, as well as its focus on new functionality supporting things like generative AI and autonomous operations.

OPPORTUNITIES

UnityOne.AI has room for improvement in a few decision criteria, including:

- **FinOps capabilities:** The platform provides real-time monitoring of cloud costs across AWS, Azure, Google Cloud, OCI, and private clouds, with centralized dashboards and persona-based analytics. Users can set up cost governance policies, track expenses by product or service, and ensure financial accountability across teams and business units. It should continue to grow its FinOps capabilities, as they are continually evolving.
- **Operations and security monitoring:** UnityOne.AI provides unified, real-time monitoring and governance across on-premises, hybrid, and multicloud environments (including AWS, Azure, GCP, OCI, VMware, and Hyper-V). It could continue to enhance the operations and security features of the solution.
- **Security policy as code:** UnityOne.AI offers DevSecOps by providing visibility, alerting, and continuous improvement of security policies as code, ensuring proactive and consistent security across hybrid and multicloud environments. It could continue to deepen the security policy as code.

PURCHASE CONSIDERATIONS

UnityOne.AI is sold via a flexible, tiered licensing model available on a per-device, per-module/platform, or per-month basis. It supports volume-based pricing for large deployments and caters to SMBs through enterprises.

Professional services are available but not always required. The solution is delivered as a SaaS platform or a dedicated on-premises appliance.

Training includes onboarding sessions tailored to the specific needs of the organization and the complexity of its IT environment. The company also provides webinars and workshops that delve deeper into advanced features and best practices. In addition, UnityOne.AI offers a library of online tutorials and documentation.

USE CASES

UnityOne.AI supports a wide range of use cases and industries by providing comprehensive cloud management and optimization. Key use cases include infrastructure monitoring and observability, data center and hybrid cloud management, cost management, resource optimization, resource management, audit capabilities, and sustainability.

Virtana: Virtana Platform*

SOLUTION OVERVIEW

The Virtana Platform is a single full-stack observability platform that provides actionable insights into application health, migration, performance, multicloud cost management, and monitoring. The solution has six core modules, including event intelligence (AIOps), cloud cost management, capacity management, performance management, and storage load testing. Virtana Analytics provides actionable recommendations for problem resolution, workload balancing, capacity management, and application assurance.

The solution leverages AI features to provide actionable insights to detect and resolve issues before they impact users. By leveraging AI analytics, it helps identify and avoid unplanned outages and performance slowdowns. In addition, it uses AI/ML to optimize resources and predict future resource needs.

Virtana's strategic direction focuses on enhancing its AI-driven hybrid cloud management solutions by deepening its AI/ML capabilities. It is committed to delivering advanced observability solutions that provide real-time insights into cloud infrastructure, helping organizations optimize performance and manage costs.

Virtana is positioned as a Challenger and Fast Mover in the Innovation/Feature Play quadrant of the GigaOm CMP Radar chart.

STRENGTHS

Virtana scored well on a number of decision criteria, including:

- **Resource optimization:** Virtana automatically creates recommendations and reports to address issues within the infrastructure. These recommendations can be sent via tickets, email, or Slack.
- **Cross-platform management:** The solution provides a vendor-agnostic view across public, private, hybrid cloud, and on-premises infrastructure. In addition, it leverages a single pane of glass for AIOps, DevOps, ITOps, and SREs.
- **Dynamic scaling of GPU resources for AI workloads:** Virtana provides real-time GPU telemetry, workload optimization, and infrastructure-aware AI performance

diagnostics, ensuring efficient scaling across multicloud and hybrid environments. It enables real-time visibility into GPU utilization, thermal conditions, and memory health, helping organizations optimize AI workloads.

OPPORTUNITIES

Virtana has room for improvement in a few decision criteria, including:

- **Operations and security monitoring:** While Virtana has a strong focus on operations management, it is not as strongly focused on security operations. It could include interfaces to key security solutions to provide additional security monitoring.
- **Integrations:** The solution includes over 40 integrations across a variety of tools. It could continue to deepen the number of prebuilt integrations to key third-party solutions.
- **Resource management:** Virtana's resource capabilities center around AI-driven performance and capacity optimization across hybrid IT environments. It could broaden the features to include additional resource discovery and enhance the user experience through dynamic visualizations.

PURCHASE CONSIDERATIONS

Virtana provides a free trial option for its platform, but there is limited additional pricing information on the website, so pricing requires a discussion with sales personnel. The company also offers Virtana University for training and has various levels of support for each module.

USE CASES

Virtana focuses on the healthcare, financial services, and insurance industries. Key capabilities include visibility, cloud cost management, capacity planning, and workload placement.

06 Analyst's Outlook

CLOUD MANAGEMENT ENCOMPASSES three core functional areas that can be implemented with separate tools that are integrated to some degree:

- **CMP:** Automation and deployment
- **Cloud resource optimization:** Performance and capacity management
- **Cloud FinOps:** Forecasting and value management

We continue to see growing overlaps among the three areas. Many CMPs are expanding their FinOps capabilities and/or are growing their resource optimization features. We anticipate this trend to continue.

To ensure IT and development operations are integrated, a CMP must get data from an enterprise architecture tool for governance, update a knowledge repository (a CMDB), and make itself programmatically consumable from an API or via integrations with a ticketing system (ITSM).

For organizations with a high level of operational maturity, the right CMP tool can automate all IT services and intelligently place workloads to meet business unit SLA and SLO requirements. It can also provide showback to enable feedback about value stream management. (Few products can perform chargeback and make entries directly to the general ledger.)

Not every organization is ready for a fully automated environment that spans all aspects of IT and software delivery. For decision-makers in these organizations, it's important to consider CMP tools that meet short-term needs and can also grow to support a more integrated IT-as-a-service environment in the future. A tool that lacks headroom for your future requirements will ultimately force a costly migration.

Also, it's important to be aware that the CMP market is changing. While each vendor is still enhancing core CMP features, we are seeing an increase in alignment across the three aspects of total cloud management—automation, performance

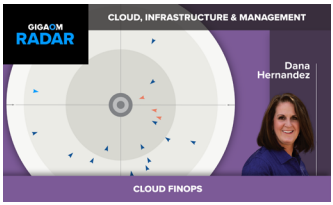
"For organizations with a high level of operational maturity, the right CMP tool can automate all IT services and intelligently place workloads to meet business unit SLA and SLO requirements."

optimization, and financial accountability. There are vendors in each of these categories that have expanded their offerings to include broader feature sets across all three key areas. They are accomplishing this expansion through either consolidation or partnership with best-of-breed solutions in the areas where they are weakest. Some of the greatest impacts are coming from expanded FinOps and AIOps capabilities.

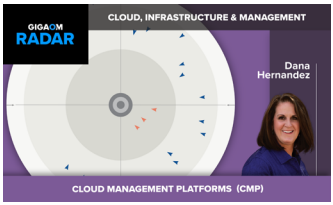
AI continues to transform the industry, moving solutions from reactive tools into intelligent, proactive systems that drive efficiency, resilience, and cost control across hybrid and multicloud environments. In addition, it is evolving solutions into self-optimizing ecosystems that can anticipate needs, adapt to change, and align infrastructure with business goals.

Several vendors have created or acquired multiple products to enhance their solutions. At first, many of these products were run as separate tools with differing UI and security configurations. Now, these vendors are creating consistent and common UIs and base configurations using feature flags to enable functionality.

IT decision-makers should prioritize the ability of CMP solutions to feed AIOps, SOAR, and SIEM tools with meaningful metrics and telemetry. These integrated data flows can reduce unplanned outages and security-impacting events. Buyers should also assess the vendor's longer-term roadmap and ensure it encompasses key needs of the organization.



GigaOm Radar for Cloud FinOps



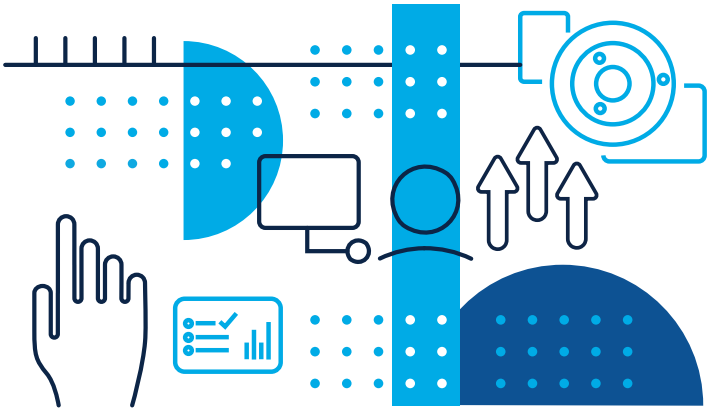
GigaOm Radar for Cloud Performance Testing

GigaOm Key Criteria for Evaluating Cloud Management Platforms (CMPs) Solutions

07 Methodology

*Vendors marked with an asterisk did not participate in our research process for the Radar report, and their capsules and scoring were compiled via desk research.

For more information about our research process for Key Criteria and Radar reports, please visit our Methodology.



Hewlett Packard Enterprise

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For more information, visit: www.hpe.com

About Dana Hernandez

Dana Hernandez is a dynamic, accomplished technology leader focused on the application of technology to business strategy and function. Over the last three decades, she had extensive experience with design and implementation of IT solutions in the areas of Finance, Sales, Marketing, Social Platforms, Revenue Management, Accounting, and all aspects of Airline Cargo, including Warehouse Operations. Most recently, she spearheaded technical teams responsible for implementing and supporting all applications for Global Sales for a major airline, owning the technical and business relationship to help drive strategy to meet business needs.

She has led numerous large, complex transformation efforts, including key system merger efforts consolidating companies onto one platform to benefit both companies, and she's modernized multiple systems onto large ERP platforms to reduce costs, enhance sustainability, and provide more modern functionality to end users.

Throughout her career, Dana leveraged strong analytical and planning skills, combined with the ability to influence others with the common goal of meeting organizational and business objectives. She focused on being a leader in vendor relationships, contract negotiation and management, and resource optimization.

She is also a champion of agile, leading agile transformation efforts across many diverse organizations. This includes heading up major organizational transformations to product taxonomy to better align business with enterprise technology. She is energized by driving organizational culture shifts that include adopting new mindsets and delivery methodologies.

GIGAOM

About GigaOm

GigaOm provides technical, operational, and business advice for IT's strategic digital enterprise and business initiatives. Enterprise business leaders, CIOs, and technology organizations partner with GigaOm for practical, actionable, strategic, and visionary advice for modernizing and transforming their business. GigaOm's advice empowers enterprises to successfully compete in an increasingly complicated business atmosphere that requires a solid understanding of constantly changing customer demands.

GigaOm works directly with enterprises both inside and outside of the IT organization to apply proven research and methodologies designed to avoid pitfalls and roadblocks while balancing risk and innovation. Research methodologies include but are not limited to adoption and benchmarking surveys, use cases, interviews, ROI/TCO, market landscapes, strategic trends, and technical benchmarks. Our analysts possess 20+ years of experience advising a spectrum of clients from early adopters to mainstream enterprises.

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